



Decide with Confidence

Company Reports

## Business Information Report: Mxenergy Inc

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### - Not For Distribution -

\*IN DATE\*

Statement Date: DEC 31 2003

RATING CHANGE

DUNS: 18-531-0609

DATE PRINTED

SUMMARY

MXENERGY INC

JUN 11 2004

RATING 4A2

FORMERLY

+MXENERGY

+MXENERGY (CANADA)

NATURAL GAS AND

--

OTHER SERVICES

STARTED 1999

20 SUMMER ST

SIC NO.

SALES F \$102,475,025

AND BRANCH(ES) OR DIVISION(S)

49 32

WORTH F \$24,049,966

STAMFORD CT 06901

EMPLOYS 35 (10 HERE)

TEL: 203 356-1318

HISTORY CLEAR

FINANCING SECURED

FINANCIAL

CHIEF EXECUTIVE: JEFFREY MAYER, PRESIDENT

CONDITION GOOD

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\* \* \* CUSTOMER SERVICE \* \* \*

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If you have questions about this report, please call our Customer Resource Center at 1-800-234-3867 from anywhere within the U.S. If you are outside the U.S., contact your local D&B office.

\*\*\* Additional Decision Support Available \*\*\*

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1-800-234-3867 from anywhere within the U.S. or visit our website at [www.dnb.com](http://www.dnb.com).

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\* \* \* SUMMARY ANALYSIS \* \* \*

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The Summary Analysis section reflects information in D&B's file as of June 7, 2004.

#### RATING SUMMARY . . . .

The Rating was changed on May 8, 2004 because the History of the company is now "Clear". The "4A" portion of the Rating (the Rating Classification) indicates that the company has a worth from \$10 million to \$50 million. The "2" on the right (Composite Credit Appraisal) indicates an overall "good" credit appraisal. This credit appraisal was

assigned because the payment information in D&B's file indicates that this company's obligations are retired satisfactorily and because of D&B's "good" assessment of the company's December 31, 2003, interim financial statement.

Below is an overview of the company's D&B Rating(s) since 01/19/01:

RATING	DATE APPLIED
-----	-----
4A2	05/08/04
--	04/28/04
4A2	06/10/03
1R3	01/30/02
--	01/19/01

\*\*\*\*\*  
 \* \* \* PAYMENT SUMMARY \* \* \*  
 \*\*\*\*\*

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

The PAYDEX for this company is 73.

This PAYDEX score indicates that payments to suppliers average 11 days beyond terms, weighted by dollar amounts. When dollar amounts are not considered, approximately 95% of the company's payments are within terms.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	TOTAL RCV'D	TOTAL DOLLAR AMOUNTS	LARGEST HIGH CREDIT	% W/IN TERMS	DAYS SLOW			
	#	\$	\$	%	<31	31-60	61-90	91+
	-----	-----	-----	-----	-----	-----	-----	-----
					%	%	%	%
Total in D&B's file	24	104,400	50,000					
Top 10 Industries:								
1 Telephone communictns	7	1,750	750	100	-	-	-	-
2 Nonclassified	4	1,150	750	100	-	-	-	-
3 Natural gas distrib	2	85,000	50,000	79	-	21	-	-
4 Short-trm busn credit	2	11,000	10,000	100	-	-	-	-
5 Whol computers/softwr	2	2,550	2,500	98	2	-	-	-
6 Executive office	2	150	100	100	-	-	-	-
7 Ret mail-order house	1	2,500	2,500	100	-	-	-	-
8 Whol office equipment	1	100	100	100	-	-	-	-
9 Data processing svcs	1	100	100	100	-	-	-	-
10 Misc general gov't	1	50	50	100	-	-	-	-
11 OTHER INDUSTRIES	1	50	50	100	-	-	-	-

Other Payment Categories:

Cash experiences	0	0	0
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for collection			
with D&B	0	0	
other	0	N/A	

The highest "Now Owes" on file is \$25,000

The highest "Past Due" on file is \$ 0

D&B receives nearly 400 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received.

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PAYMENTS (Amounts may be rounded to nearest figure in prescribed ranges)

Antic - Anticipated (Payments received prior to date of invoice)  
 Disc - Discounted (Payments received within trade discount period)  
 Ppt - Prompt (Payments received within terms granted)

REPORTED	PAYING RECORD	HIGH CREDIT	NOW OWES	PAST DUE	SELLING TERMS	LAST SALE WITHIN
05/04	Ppt	50000	25000	-0-	N30	1 Mo
	Ppt	750	750	-0-		1 Mo
	Ppt-Slow 60	35000	10000	-0-	N30	1 Mo
04/04	Ppt	10000	-0-	-0-		2-3 Mos
	Ppt	2500	-0-	-0-	N30	2-3 Mos
	Ppt	2500	2500	-0-	N30	1 Mo
	Ppt	1000	250	-0-		1 Mo
	Ppt	750	750	-0-		1 Mo
	Ppt	500	-0-	-0-		6-12 Mos
	Ppt	250	100	-0-		1 Mo
	Ppt	100	50	-0-		1 Mo
	Ppt	50	-0-	-0-		1 Mo
	Ppt	50	50	-0-		1 Mo
	Ppt	50	50	-0-		1 Mo
03/04	Ppt	250	250	-0-		1 Mo
	Ppt	100	-0-	-0-		2-3 Mos
	Ppt	100	100	-0-		1 Mo
	Ppt	50	50	-0-		1 Mo
	Slow 30	50	-0-	-0-		2-3 Mos
	(020)	50				6-12 Mos
	Satisfactory.					
06/03	(021)	50				6-12 Mos
	Satisfactory.					
05/03	Ppt	50	-0-	-0-		6-12 Mos
	(023)	100				6-12 Mos
	Satisfactory.					
04/03	Ppt	100	-0-	-0-		6-12 Mos

\* Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

\* Each experience shown represents a separate account reported by a supplier. Updated trade experiences replace those previously reported.

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FINANCE

05/07/04	Interim May 31 2003	Fiscal Jun 30 2003	Interim Dec 31 2003
Curr Assets	53,930,631	46,646,164	79,094,306
Curr Liabs	33,508,505	32,921,168	61,668,180
Current Ratio	1.61	1.42	1.28
Working Capital	20,422,126	13,724,996	17,426,126
Other Assets	15,092,228	11,050,521	14,323,840
Worth	29,255,624	15,775,517	24,049,966
Sales	98,938,300	102,475,025	60,846,629
Long Term Liab	6,258,730	9,000,000	7,700,000

Net Profit (Loss)	2,124,958	2,411,963	3,114,146
Interim statement dated DEC 31 2003:			
Cash	\$ 1,707,075	Accts Pay	\$ 27,579,021
Accts Rec	26,294,390	L.T. Liab-(1yr)	34,089,159
Inventory	21,188,082		
Other Curr Assets	29,904,759		
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Curr Assets	79,094,306	Curr Liabs	61,668,180
Fixt & Equip	11,662,628	L.T. Liab-Other	7,700,000
Other Assets	2,661,212	COMMON STOCK	32,329
		ADDIT. PD.-IN CAP	10,784,044
		RETAINED EARNINGS	(6,717,338)
		Other Equity	19,950,931
-----			
Total Assets	93,418,146	Total	93,418,146

From JUL 01 2003 to DEC 31 2003 sales \$60,846,629; cost of goods sold \$51,032,103. Gross profit \$9,814,526; operating expenses \$3,124,138. Operating income \$6,690,388; net income before taxes \$6,690,388; other tax \$9,992. Net income \$6,680,396.

Submitted JAN 23 2004 by Jeffrey Mayer, President. Prepared from books without audit.

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On April 27, 2004, Jeffrey Mayer, Pres-CEO, confirmed company name, address, principals, annual sales and operational information using Dun & Bradstreet's Internet-based update method (eUpdate) at www.dnb.com.

#### PUBLIC FILINGS

The following data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

#### \* \* \* UCC FILING(S) \* \* \*

COLLATERAL: All Assets

FILING NO: 2061969

TYPE: Original

SEC. PARTY: LATHI LLC, BOSTON, MA

DEBTOR: MXENERGY.COM INC.

DATE FILED: 08/29/2001

LATEST INFO RECEIVED: 09/21/2001

FILED WITH: SECRETARY OF  
STATE/UCC DIVISION,  
NJ

COLLATERAL: All Assets

FILING NO: 2001171460375

TYPE: Original

SEC. PARTY: LATCHI LLC, BOSTON, MA

DEBTOR: MXENERGY.COM INC.

DATE FILED: 08/28/2001

LATEST INFO RECEIVED: 02/11/2002

FILED WITH: SECRETARY OF  
STATE/UCC DIVISION,  
KY

COLLATERAL: All Assets

FILING NO: 00000181094175

TYPE: Original

SEC. PARTY: LATHI LLC, BOSTON, MA

DEBTOR: MXENERGY.COM INC.

DATE FILED: 08/28/2001

LATEST INFO RECEIVED: 12/17/2001

FILED WITH: UCC DIVISION, MD

COLLATERAL: All Assets

FILING NO: OH00037930913

TYPE: Original

SEC. PARTY: LATHI LLC, BOSTON, MA

DEBTOR: MXENERGY.COM INC.

DATE FILED: 08/28/2001

LATEST INFO RECEIVED: 09/18/2001

FILED WITH: SECRETARY OF  
STATE/UCC DIVISION,

OH

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COLLATERAL: All Assets

FILING NO: 34280198

TYPE: Original

SEC. PARTY: LATHI LLC, BOSTON, MA

DEBTOR: MXENERGY.COM INC

DATE FILED: 08/28/2001

LATEST INFO RECEIVED: 10/22/2001

FILED WITH: SECRETARY OF

STATE/UCC DIVISION,  
PA

This data is for informational purposes only and is not an official record.  
Certified copies may be obtained from the Pennsylvania Department of State.

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COLLATERAL: Negotiable instruments including proceeds and products - Inventory  
including proceeds and products - Account(s) including proceeds and  
products - Assets including proceeds and products - and OTHERS

FILING NO: 3302243 4

TYPE: Original

SEC. PARTY: LATHI LLC, BOSTON, MA

DEBTOR: MXENERGY INC.

DATE FILED: 11/18/2003

LATEST INFO RECEIVED: 12/16/2003

FILED WITH: SECRETARY OF

STATE/UCC DIVISION,  
DE-----  
COLLATERAL: Negotiable instruments including proceeds and products - Accounts  
receivable including proceeds and products - Inventory including  
proceeds and products - Assets including proceeds and products -  
and OTHERS

FILING NO: 2257518 5

TYPE: Original

SEC. PARTY: VIRGINIA POWER ENERGY MARKETING,  
INC., GLEN ALLEN, VA

DEBTOR: MXENERGY INC.

DATE FILED: 10/11/2002

LATEST INFO RECEIVED: 11/21/2002

FILED WITH: SECRETARY OF

STATE/UCC DIVISION,  
DE-----  
FILING NO: 3143206 4

TYPE: Amendment

SEC. PARTY: VIRGINIA POWER ENERGY MARKETING,  
INC., RICHMOND, VA

DEBTOR: MXENERGY INC.

DATE FILED: 06/06/2003

LATEST INFO RECEIVED: 07/08/2003

ORIG. UCC FILED: 10/11/2002

ORIG. FILING NO: 2257518 5

FILED WITH: SECRETARY OF

STATE/UCC DIVISION,  
DE-----  
COLLATERAL: Negotiable instruments including proceeds and products - Inventory  
including proceeds and products - Assets including proceeds and  
products - Account(s) including proceeds and products - and OTHERS

FILING NO: 0002092398

TYPE: Original

SEC. PARTY: LATHI LLC, BOSTON, MA

DEBTOR: MXENERGY.COM INC.

DATE FILED: 08/31/2001

LATEST INFO RECEIVED: 10/03/2001

FILED WITH: UCC COMMERCIAL

RECORDING DIVISION,  
CT-----  
COLLATERAL: All Accounts receivable including proceeds and products - All  
Equipment including proceeds and products

FILING NO: 33241356

TYPE: Original

SEC. PARTY: AQUILA ENERGY MARKETING CORP,  
KANSAS CITY, MO

DEBTOR: MXENERGY.COM INC

DATE FILED: 10/31/2000

LATEST INFO RECEIVED: 12/26/2000

FILED WITH: SECRETARY OF

STATE/UCC DIVISION,  
PA

This data is for informational purposes only and is not an official record.  
Certified copies may be obtained from the Pennsylvania Department of State.

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COLLATERAL: Accounts receivable including proceeds and products - Equipment  
including proceeds and products

FILING NO: 0002031713

TYPE: Original

DATE FILED: 10/31/2000

LATEST INFO RECEIVED: 01/23/2001

SEC. PARTY: AQUILA ENERGY MARKETING  
CORPORATION, KANSAS CITY, MO  
DEBTOR: MXENERGY.COM INC.

FILED WITH: UCC COMMERCIAL  
RECORDING DIVISION,  
CT

FILING NO: 0002198441  
TYPE: Amendment  
SEC. PARTY: AQUILA ENERGY MARKETING  
CORPORATION, KANSAS CITY, MO  
DEBTOR: MXENERGY.COM INC.

DATE FILED: 04/23/2003  
LATEST INFO RECEIVED: 05/14/2003  
ORIG. UCC FILED: 10/31/2000  
ORIG. FILING NO: 0002031713  
FILED WITH: UCC COMMERCIAL  
RECORDING DIVISION,  
CT

There are additional UCC's in D&B's file on this company  
available by contacting 1-800-234-3867.

The public record items contained in this report may have been  
paid, terminated, vacated or released prior to the date this  
report was printed.

HISTORY

05/07/04

JEFFREY MAYER, PRESIDENT

CAROLE R ARTMAN-HODGE, EX V PRES-  
SEC

GREG TAFFET, CHIEF INFO OFFICER

EMMETT CAPANNA, SENIOR VICE  
PRESIDENT

BOB BLAKE, V PRES

CHAITU PARIKH, VP FIN

JOHN GLAD, CONTROLLER

JONATHAN FRIEDMAN, V PRES

DIRECTOR(S): THE OFFICER(S)

\* \* \* CORPORATE AND BUSINESS REGISTRATIONS \* \* \*  
PROVIDED BY MANAGEMENT OR OTHER SOURCE

The Corporate Details provided below may have been submitted by the  
management of the subject business and may not have been verified with  
the government agency which records such data.

REGISTERED NAME: MXEnergy.com, Inc

CORPORATION TYPE: NOT AVAILABLE  
BUSINESS TYPE: CORPORATION

FILING DATE: 04/28/1999

STATE OF ORGANIZATION (INCORPORATION): DELAWARE  
DATE OF ORGANIZATION (INCORPORATION) : 04/28/1999

STATUS: ACTIVE

WHERE FILED: SECRETARY OF STATE/CORPORATIONS DIVISION, DOVER, DE

Business started 1999. 100% of capital stock is owned by  
shareholders.

JEFFREY MAYER. Work history unknown.

CAROLE R ARTMAN-HODGE. 1999 to present active here. Prior to  
1999 employed by ING, New York, NY.

GREG TAFFET. Work history unknown.

EMMETT CAPANNA. Work history unknown.

BOB BLAKE. Work history unknown.

CHAITU PARIKH. Work history unknown.

JOHN GLAD. Work history unknown.

JONATHAN FRIEDMAN. Work history unknown.

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## OPERATION

05/07/04 Operates as a natural gas marketer.

Has n/a account(s). 1% of sales on the internet. Sells to general public and wholesale. Territory : USCAN.

EMPLOYEES: 35 which includes officer(s). 10 employed here.

FACILITIES: Leases 3,000 sq. ft. on 5TH floor of five story brick building.

LOCATION: Central business section on main street.

BRANCHES: This business has additional branches; detailed branch information is available in D&amp;B's linkage or family tree products.

06-11(6G8 /099) 99999 068040040 H

FULL DISPLAY COMPLETE

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April 4, 2003 - GTO